

How to Use the IT Services Solution Provider Statewide Contract

COMMBUYS Contract/Blanket Description: ITS43SolProv

MMARS #: ITS43SolProv*

Contract Duration: 07/01/2011 to 06/30/2014 Options to renew: None

Contract Manager: Marge MacEvitt - 617-720-3121 – marge.macevitt@state.ma.us

Last change date: 5/22/2014

Purpose of Update

This version of the Contract User Guide includes instructions for posting job specifications on COMMBUYS. All rules for using this contract remain unchanged. The only difference is that instead of emailing RFQs to vendors, Executive Departments will use COMMBUYS used for posting all projects going forward. Any RFQs that are already in progress do not have to be posted again or otherwise documented on COMMBUYS. See [Locating Documents on COMMBUYS](#) to find all documents referenced in this Guide.

Non-Executive Departments are not required to post quote requests on COMMBUYS at this time, but must continue to request quotes for all new projects via email from at least three vendors.

In addition, this Contract User Guide identifies the “[presumed successful bidders](#)” for the successor to this contract, ITS53 IT Project Services, which will be effective July 1, 2014. These companies will be awarded contracts if they complete the necessary paperwork and pass debarment checks. The ITS53 IT Project Services RFR will be reopened shortly to obtain additional vendors in the Geographic Information Systems and Technical Specialist Categories that will also be part of ITS53 IT Project Services, but there are no plans to reopen the Solution Provider Category at this time.

Contract Summary

This contract is for information technology (IT) professional services to perform fixed price projects. Hardware and commercial software licenses (for example, Microsoft Office) are not covered under this contract. It is for services only. Types of services include software and systems development, design and integration, IT planning, and Geographic Information Systems (GIS) projects.

This Contract is limited to companies with a gross annual income of more than \$2 million with at least two years of experience providing these services. ITS43 Technical Specialists is a similar contract for smaller companies.

The contract does **not** include the following types of services:

- Document scanning
- Web hosting (except for GIS applications)

- Automated network monitoring or similar services
- Equipment maintenance
- Data collection
- Standardized training courses
- Staff Augmentation (temporary staff paid on an hourly rate basis)
- **Any services that are not primarily intellectual work performed by IT professionals**

Benefits and Cost Savings

- Wide range of vendors and specialty services
- Volume discounts
- 70 vendors including many small businesses

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Acquisition Method

Pricing

There are no hourly rates associated with these contracts. At least three quotes must be requested for all new projects, by sending bids to at least three vendors via COMMBUYS with the specifications for the project and [requesting a quote](#). At this time, non-Executive Departments may continue to request quotes via email rather than posting on COMMBUYS.

Many vendors offer substantial Prompt Pay and volume discounts – see [Vendor Listing 1](#) for this information.

Acquisition Method

The only acquisition method is fee-for-service.

How to Obtain Services

Prepare a Request for Quotes (RFQ)

At a minimum, Agencies must request quotes from at least three companies. The “Statement of Work Template” located on the Forms & Terms tab may be used as the basis for a quote request, completing only those sections where information is available prior to Vendor selection.

Determine RFQ Distribution

If IT Bond funds will be used, projects worth more than \$50,000 must be posted on COMMBUYS and sent to all Solution Provider vendors. See [“How to post on COMMBUYS”](#) below for instructions. The posting *must* indicate that only ITS43 Solution Providers (and other qualified Statewide Contractors, if the Agency wishes) may submit quotes.

Otherwise, you may use [Vendor Listing 2](#) and/or [Vendor Listing 3](#) below to select companies with the appropriate qualifications to perform the project.

[Vendor Listing 2](#) shows the vendors for each of the six RFR subcategories that were evaluated by the SST (Strategic Sourcing Team). For these subcategories, vendors were required to describe specific projects, with client reference letters, and to provide additional qualifications.

In addition to their evaluated subcategories, Vendors had the opportunity to list up to five additional specialties. These were not evaluated, but provide an indication of what the vendor considered to be particular strengths they wished to highlight. These are shown in [Vendor Listing 3](#).

If there are many companies that may be qualified to provide the types of services you are seeking, you may consider Prompt Pay, Warranties, Volume Discounts, M/WBE status, Small Business status, or other factors in making your choices. Please see [Vendor Listing 1](#) for this information.

It is NOT necessary to restrict your choice to vendors who were awarded based on the subcategory under which they proposed or the additional specialties they listed. Many vendors offer a broad array of services and were limited in the number they could list. Vendors are not limited to providing services in the subcategories/specialties included in their RFR responses.

Once you have selected the vendors to receive bid notification, see [“How to post on COMMBUYS”](#) below for instructions.

Select a Vendor and Negotiate an Agreement

It is not necessary to select the lowest bid. The choice may be made based on “best value” to the Commonwealth.

Statement of Work (SOW) Template

The Statement of Work Template must be used for all engagements. It may be tailored to omit sections/terms which are not relevant or to add new sections/terms, however, Section 11.3, “Title and Intellectual Property Rights,” may not be altered without the written consent of the General Counsel for ITD (or the General Counsel’s designee).

Section 10 provides that if the Vendor will develop a capability for viewing maps and related information on an internet web site, and if that web site will display map information available through MassGIS web mapping services (e.g., parcels, orthophotos, streets, wetlands), then the Vendor is required to use MassGIS geospatial web mapping services. Agencies may not waive this requirement, but must obtain a written waiver from the Director or Assistant Director of MassGIS if the Vendor cannot or will not comply with this requirement. Contact neil.macgaffey@state.ma.us if such a waiver is needed.

Representations by Resources

This document is to be signed by all resources (consultants) who will be providing services on site or will use Commonwealth IT resources.

Additional Contract Terms

Fixed Price Projects

The intent of the Solution Provider contract is that companies will perform projects on a fixed price basis. Although time and materials work is permitted, it should be done only in cases where the Contracting Department and the Contractor agree that a reasonable fixed price cannot be determined. The time and materials portion of a project should continue only until such time as requirements are sufficiently well known to provide a fixed price quotation. If a fixed price cannot be provided for one phase of the project until an earlier phase is completed, the project should be structured as a series of fixed price deliverables. In this case, the Contracting Department must solicit quotes from at least three Contractors for each phase of the project, unless the initial Contractor owns intellectual property which is essential to the completion of the project, and the initial Contractor declines to make such intellectual property available for the use of other Contractors. If this is the case, the Contracting Department may award subsequent phases to the initial Contractor without further competition. However, only those phases and project components which require the use of the intellectual property owned by the initial Contractor may be awarded without competition.

Contractors must supply fixed price quotes if requested to do so, unless the parties agree that a reasonable fixed price cannot be determined.

Software Maintenance

The exception to the above is that Bidders whose specialty is expertise in a particular type of software may be engaged to provide planning, installation, maintenance and ongoing support for software products which have been obtained through other Statewide Contracts. In addition, vendors may be engaged to provide ongoing support for software they have developed for the Contracting Department.

Subcontracting

You have the right to approve any subcontracts, and the right to a copy of the subcontract.

Warranty Terms

All bidders warrant that any systems they create or modify will operate in substantial conformance with the specifications for three months after acceptance. During the warranty period, bidders will correct any defects at no charge. The warranty period offered varies between 3 months and 12 months depending on the bidder. The warranty period is shown in [Vendor Listing 1](#).

Performance and Payment Time Frames Which Continue Beyond the Duration of the Contract

If you begin an agreement (SOW) with a Vendor at any time before the end of the ITS43 Solution Provider Contract, the SOW may be for up to three years, even if the ITS43 Solution Provider Contract will end before your SOW ends. If applicable, see [“Instructions Regarding Engagements with Vendors who are not Awarded Under ITS53.”](#)

Additional Information

How to Post on COMMBUYS

If you are not familiar with how to post a requisition on COMMBUYS that enables you to request quotes from multiple vendors on a Statewide Contract, download the Job Aid [“How to Create a Department/Statewide Release Requisition \(with Solicitation\)”](#). The following instructions customize that Job Aid:

1. **General tab** (Job Aid Steps 4)
 - a. Select “Release” as the “Requisition Type.”
 - b. Check the “Solicitation Enabled.”
 - c. Select “Statewide Contract” as “Type Code.”
2. **Items tab** (Job Aid Step 6)
 - a. Go to the Items tab and select the “Search items” button.
 - b. Click the symbol next to “Advanced Search” to see more search criteria.
 - c. Enter “ITS43 Tech” as the “Description.”
 - d. For the “Item description,” enter all or part of the Subcategory or Specialty title.
 - e. Select “Find it.” If multiple records display, select the one(s) you want.
 - f. Select “Add to Req and Exit.”
3. **Items tab** (Job Aid Steps 7 and 8)
 - a. You will be returned to the Items tab, where an error message will appear.
 - b. Enter 1.0 for Quantity and select “Enter Info” under Catalog Price/Unit Cost
 - c. On the new screen that comes up, enter 1.0 for Catalog Price/Unit Cost.
 - d. Select “Save and Continue.”
 - e. Skip Job Aid Step 7.
 - f. Select the Distributors tab to select the vendors who will receive the bid. To select a subset of vendors, check the “Select” box in the row of titles, then uncheck that box to de-select all vendors. Next, check the boxes for each vendor to be sent notification of the bid. If you wish to send the bid to all ITS43 Solution Provider vendors, there is no need to view the Distributors tab.
 - g. Select Save and Continue

4. **Attachments tab** (Job Aid Step 14)

- a. Use the “Add file” function to add the completed SOW or other document you are using to specific the project and response requirements, and any additional files that may be needed.

Submit the requisition for approval. Once it has been approved, follow the Job Aid “[Create a Bid from an Approved Requisition in COMMBUYS](#).”

Note: On the General tab, check “Informal Bid” if you wish to be able to select a response prior to the close date of the Bid.

Locating Attachments on COMMBUYS

All of the following documents are found on the “Attachments” or “Summary” tab of the Contract on COMMBUYS.

- Contract User Guide (this document)
- Representations by Resources
- Statement of Work (SOW) template
- RFR
- Vendor listing with additional information (spreadsheet summarizing the vendor specific information in Vendors listings 1,2, and 3 in this document)

To locate the Contract on COMMBUYS without logging in:

1. Select COMMBUYS under OSD Programs at www.mass.gov/osd OR Enter <https://www.commbuys.com/bso/> in your browser
2. Select “Contract & Bid Search”
3. Select “Contracts/Blankets”
4. Enter “ITS43 Tech” (no quotes) as the “Contract/Blanket Description” (NOT the “Contract/Blanket #”)
5. Select the “Find it” button
6. If two links appear, select the one that does NOT end in “vcurrent.”

Attachments are links in the “Agency Attachments” field of the “Header Information” section.

If you are logged in:

1. Select the magnifying glass
2. Select “Module” = “Purchasing Module” and “Document Type” = “Contracts/Blankets”
3. Follow steps 4 through 6 above

This view of the contract allows you to look at the contract information in separate tabs. The “Attachments” tab includes a description of each attachment and how it is to be used.

Strategic Sourcing Services Team Members

Alison Cahill

Executive Office of Labor

Brian Boyd

Executive Office of Labor

David Wessman	Health Care Finance
Ellen Wright	Information Technology Division
Eve Hyde	Executive Office of Transportation
Maryellen Osborne	Administration and Finance
Neil MacGaffey	Information Technology Division
Paul Cabral	Executive Office of Health and Human Services
Rachelle Hersey	Administration and Finance
Stephanie Ziertan	Information Technology Division
Tomy Abraham	Department of Social Services

Instructions Regarding Engagements with Vendors who are not Awarded Under ITS53

This contract terminates 6/30/2014 and will be replaced by ITS53 IT Project Services (ITS53ProjServ). Announcements will be made regarding the apparent successful bidders in early May.

If your Massachusetts Government Agency has or will have an engagement with an ITS43 IT Solution Provider Contractor who is not selected for ITS53, and the engagement is expected to continue beyond 6/30/14, then on or before 6/30/14 your agency must enter into a written agreement with the current ITS43 company which:

- Identifies the services to be provided, the duration (maximum end date), and the maximum obligation
- Is signed by both parties
- Does not extend more than three years from the date the written agreement is signed

Agencies that must encumber funds, and make payments, using MMARS (the Commonwealth's Accounting System) must follow these instructions from the Comptroller's Office:

Referencing a Statewide Master Agreement (MA) Beyond the MA End Date

Several of OSD's Statewide MAs have supporting procurement language that allows departments to enter into an agreement with a vendor that extends beyond the defined statewide MA Expiration Date. CT, RPO, and PC encumbrance transactions may reference an MA if the "Service From" and/or "Service To" dates on the encumbrance are later than the MA Expiration date as long as the following two criteria are met: 1) the initial encumbrance start date falls within the MA dates of service; and, 2) the MA has supporting language that allows such an arrangement.

The encumbrance transaction will reject when submitted in MMARS due to one or both of the following error messages: "Service From Date not within the referenced Dates of Service. (A2891)" or "Service To Date is not within the referenced Dates of Service (A2892)". These error messages will require an override by CTR for the CT and RPO and by OSD for the PC transaction. For PC overrides, contact Elaine LaMonica at OSD and for CT and RPO overrides contact your CTR Contract Liaisons. NOTE: The request for an override must come from an authorized Department signatory via an email.

The following statement must be entered in the MMARS encumbrance transaction Document Comments field: "(Insert Department Name or 3 digit designation) certifies that the encumbrance's initial start date falls within the MA dates of service and the MA being referenced allows an encumbrance end date that goes beyond the MA expiration date". By inserting this specific document comment, a department is certifying that they are using the MA properly and in accordance with its terms. Documents without this statement will not be processed to a Final phase in MMARS.

NOTE: This document comment must be inserted each time the encumbrance is modified. It is not sufficient to refer to a comment that was inserted on a previous version.

Presumed Successful Solution Provider Bidders under ITS53

ITS53 IT Project Services will replace the current contract effective 7/1/2014.

	Info Security	Software & Sys Dev	Sys Integ / Network	Systems Planning	Other Services
Accenture LLP		x		x	
AdvizeX Technologies			x		
BerryDunn				x	x
Bruno Enterprises, Inc. d/b/a BEI Networks, Inc.					x
BSC Companies, Inc.		x			
Cambridge Systematics, Inc.		x		x	
CARTOGRAPHIC ASSOCIATES, INC.					
CDM Smith Inc.		x			
Center for Educ Leadership and Tech (CELT)			x	x	
CGI Technologies and Solutions Inc		x			
CherryRoad Technologies Inc.					x
Ciber, Inc.		x			
COGNIZANT TECH SOLUTIONS CORP		x			
Collaborative Consulting, LLC		x		x	
Consilience Software Inc		x			
COOLSOFT LLC		x		x	
CREST Technologies					x
CSG Government Solutions				x	x

CTG Inc.				X	X
Currier, McCabe and Assoc, Inc. dba CMA		X	X		
DatamanUSA, llc		X		X	
Deloitte Consulting LLP	X	X			
Dynamics Research Corporation (DRC)			X		
Eastern Research Group, Inc. (ERG)		X			
EMC			X		
enfoTech & Consulting, Inc.		X			
Envision Technology Advisors, LLC			X		X
ePlus Technology, inc			X		
Ernst & Young LLP	X				X
Future Technologies Group, Inc. dba FTG Tech			X		
Gartner, Inc.				X	X
GCR Ltd.				X	X
HP Enterprise Services, LLC (HPES)		X	X		
HUB Technical Services, LLC.			X	X	
Information Resource Group, Inc.		X			
International Business Machines Corp. (IBM)	X				
IntraSystems, Inc.	X		X		
KPMG LLP				X	X
Macro, a division of Ross & Baruzzini					X
Mathtech, Inc.				X	
McGladrey LLP	X			X	
NTT DATA, Inc.		X			X
NYSTEC				X	X
PCC Technology Group		X			
PC-PLUS Technologies, Inc. dba AKUITY			X		
PeopleSERVE, Inc.					X
Public Consulting Group, Inc				X	X
RCG Global Services, Inc.				X	X
Revenue Solutions, Inc.		X			
Rutter Networking Technologies, Inc.	X		X		
Tallan, Inc.		X			
TEAM Informatics, Inc.		X			
The Consultants Consortium, Inc. (TCC)		X	X		
Unisys Corporation			X		
xFact, Inc.		X		X	
Total Vendors	6	24	15	19	17

ITS43 Solution Providers that did not bid or were not selected for award:

AECOM Technical Services Inc

Marathon Temps-Tyngsboro, Inc.

MAXIMUS

Capgemini Government Solutions, LLC
Computer Power Solutions
Computer Sciences Corporation
Dell Marketing, L,P
EMA, Inc.
Environmental Systems Research Institute, Inc.
Galaxy Internet Services Inc.
Hitachi Data Systems
Integra Technology Consulting
Integration Partners Corporation
LCN-Division of E.G. Sawyer Co, Inc.
Linium, LLC
M & R Consultants Corporation

Merrimack Education Center
NWN Corporation
Ockers Company
PenBay Solutions
Policy Studies Inc.
RetroFit Technologies
Science Applications International Corp (SAIC)
T4G Limited
Trigyn Technologies, Inc.
UNICOM a Div of Custom Computer Specialists
Verizon Business Network Services Inc
Windsor Solutions
Xerox Corporation

Vendor Listing 1 – Warranty, Volume Discount, Prompt Pay, M/WBE, Small Business

Awarded Contractors	email	Warranty Months - #	Volume Disc - \$50,000 - \$99,999	Volume Disc - \$100,000 - \$199,999	Volume Disc - \$200,000 - \$499,999	Volume Disc - \$500,000 - \$999,999	Volume Disc - \$1 million or more	PPD10	PPD15	PPD20	PPD30	Cerified M/WBE	Small Business
Abilis New England, Inc.	pdionne@abilisne.com	3	5%	5%	4%	3%	1%	4%	3%	2%	0%		
Accenture	valerie.c.armbrust@accenture.com	6	0%	0%	0%	0%	0%	2%	1%	1%	0%		
Advizex	cpalmer@advizex.com	9	5%	5%	3%	0%	0%	3%	2%	1%	1%		
Advocate	Schriml@acglt.com	12	0%	1%	1%	1%	2%	2%	1%	0%	0%		
AECOM Technology Corporation	jeffrey.burm@aecom.com		0%	0%	1%	2%	3%	5%	5%	4%	2%		
Applied Geographics, Inc.	weaver@appgeo.com	n/a	3%	3%	5%	5%	0%	5%	4%	3%	0%		x
Applus Technologies	JPIERCE@aplustech.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Berry, Dunn, McNeil & Parker (not on cc)	tmasse@bdmp.com; mfreeman@berrydunn.com	n/a	2%	3%	4%	5%	5%	2%	2%	1%	1%		
BSC Companies, Inc.	mvonwahlde@geonetics.com	12	2%	2%	3%	4%	5%	3%	3%	3%	3%		
Cambridge Systematics, Inc.	eziering@camsys.com	12	0%	0%	0%	0%	0%	1%	0%	0%	0%		
Camp Dresser & McKee Inc.	keensg@cdm.com	n/a	1%	1%	1%	1%	1%	2%	2%	2%	2%		
Capgemini Government Solutions LLC	barrie.burnick@capgemini.com	12	0%	0%	0%	0%	1%	3%	1%	1%	1%		
CELT Corporation	sarnoff@celtcorp.com; apagan@celtcorp.com	12	2%	4%	6%	8%	10%	3%	3%	3%	3%		x
CIBER, Inc.	sressler@ciber.com	3	0%	0%	0%	2%	5%	4%	3%	2%	0%		
CMC Americas, Inc.	yash.soni@cmc-americas.com	12	0%	0%	0%	0%	3%	5%	5%	5%	5%		
Collaborative Consulting	lharriman@collaborative.com	12	0%	0%	0%	0%	0%	3%	2%	1.5%	1%		
Computer Power Solutions	michelle@cpsiltd.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Computer Sciences Corporation	pgriffin3@csc.com	6	0%	0%	0%	0%	0%	1%	0%	0%	0%		
COOLSOFT LLC	anand@coolsofttech.com; contract@coolsofttech.com contract@coolsofttech.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Currier, McCabe & Associates	proposals@cma.com; tmullen@cma.com	12	5%	4%	3%	2%	1%	5%	5%	3%	0%	x	
Custom Computer Specialists (formerly Unicom)	cburton@customonline.com	n/a	0%	0%	0%	0%	0%	0%	0%	0%	0%		
DatamanUSA, LLC	CONTACT@DatamanUSA.com	12	0%	0%	0%	0%	0%	5%	5%	5%	5%	x	
Dell	Lorri_bailey@dell.com	3	0%	0%	0%	5%	7%	3%	2%	2%	1%		
Deloitte Consulting LLP	smcconathy@deloitte.com	3	0%	0%	0%	0%	0%	1%	1%	1%	1%		
Dynamics Research Corporation	dscanlon@drc.com	12	0%	0%	0%	0%	0%	5%	1%	1%	1%		

Awarded Contractors	email	Warranty Months - #	Volume Disc - \$50,000 - \$99,999	Volume Disc - \$100,000 - \$199,999	Volume Disc - \$200,000 - \$499,999	Volume Disc - \$500,000 - \$999,999	Volume Disc - \$1 million or more	PPD10	PPD15	PPD20	PPD30	Cerified M/WBE	Small Business
Eastern Research Group	linda.diamond@erg.com	12	0%	0%	0%	1%	2%	2%	1%	0%	0%		
EMA, Inc.	MAstatecontract@ema-inc.com ; tmurphy@ema-inc.com ; acollins@ema-inc.com	12	0%	0%	0%	0%	0%	2%	1%	1%	1%		
enfoTech & Consulting, Inc.	tony_jeng@enfotech.com	12	0%	0%	0%	5%	5%	5%	5%	5%	5%	x	
Environmental Systems Research Institute, Inc.	prooney@esri.com	n/a	0%	0%	0%	0%	0%	0%	0%	0%	0%		
ePlus Technology	slow@eplus.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Fuss & O'Neill, Inc.	mdoyle@fando.com	n/a	5%	5%	0%	0%	0%	5%	5%	5%	5%		
Galaxy Internet Services Inc.	sandy@gis.net	12	3%	3%	3%	3%	3%	5%	5%	3%	0%		
Gartner, Inc	paul.denvir@gartner.com ; liliya.akhmetova@gartner.com	n/a	0%	0%	0%	3%	5%	0%	0%	0%	0%		
GCR LTD	fcarchedi@gcrltd.com	12	0%	1%	1%	2%	4%	3%	2%	1%	0%		
Hitachi Data Systems	denise.youngberg@hds.com	n/a	5%	5%	5%	5%	5%	5%	5%	5%	5%		
HP Enterprise Services, LLC	Kenneth.leary@hp.com	12	0%	0%	0%	0%	0%	0%	0%	0%	0%		
HUB Technical Services	ilovetere@hubtechnical.com	12	1%	2%	3%	4%	5%	5%	4%	3%	2%		x
IBM	kmclaugh@us.ibm.com	3	0%	0%	0%	0%	0%	0%	0%	0%	0%		
Integra Technology Consulting	dteplow@integratc.com	12	0%	1%	1%	3%	5%	3%	2%	1%	0%		x
Integration Partners Corporation	dnaha@integrationpartners.com	12	3%	4%	5%	5%	5%	5%	5%	5%	5%		
James W. Sewall Company	pagj@sewall.com	n/a	0%	0%	0%	0%	0%	2%	0%	0%	0%		
JANUS Associates, Inc.	patriciaf@janusassociates.com	n/a	1%	2%	2%	4%	5%	3%	2%	1%	0%	x	
Keane Inc.	james.bradford@keane.com	12	0%	1%	2%	4%	5%	5%	5%	4%	3%		
LCN, a Division of E.G. Sawyer Co., Inc.	mlieb@lcn-inc.com	12	5%	4%	3%	2%	2%	5%	4%	3%	2%		
Linium, LLC	marlene.sweet@linium.com	12	0%	1%	1%	2%	2%	5%	4%	3%	0%		
M & R Consultants Corporation	subash@mrccsolutions.com	12	2%	3%	4%	5%	5%	5%	5%	3%	3%	x	x
Marathon Deployment, a Division of Marathon Temps Tyngsboro	chowley@marathondeployment.com ; deployment@marathondeployment.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		
MAXIMUS	richardsankey@maximus.com	12	0%	0%	0%	0%	3%	5%	5%	5%	5%		
Merrimack Education Center	kroddy@mecnet.net	12	5%	5%	5%	5%	5%	5%	4%	3%	1%		
Microsoft Corporation	dgallagh@microsoft.com ; rstevens@microsoft.com	3	0%	0%	0%	0%	0%	0%	0%	0%	0%		

		Warranty Months - #	Volume Disc - \$50,000 - \$99,999	Volume Disc - \$100,000 - \$199,999	Volume Disc - \$200,000 - \$499,999	Volume Disc - \$500,000 - \$999,999	Volume Disc - \$1 million or more	PPD10	PPD15	PPD20	PPD30	Cerified M/WBE	Small Business
Awarded Contractors	email												
MX Consulting Services, Inc.	gkavgic@mxcsi.com	12	5%	5%	5%	0%	0%	5%	5%	5%	5%		x
NTT Data (formerly Keane)	james.bradford@nttdata.com	12	0%	1%	2%	4%	5%	5%	5%	4%	3%		
NWN Corporation	jhogan@nwnit.com	12	3%	4%	5%	5%	5%	5%	5%	5%	5%	x	
Ockers Company	jjhouser@ockers.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		x
PenBay Solutions	rkoochagian@penbaysolutions.com	n/a	0%	1%	2%	3%	4%	3%	2%	2%	1%		
Policy Studies Inc.	bshea@policy-studies.com	6	0%	0%	0%	0%	1%	2%	1.5%	1%	0%		
Public Consulting Group, Inc.	mtate@pcgus.com	12	0%	0%	0%	0%	0%	5%	5%	5%	5%		
RetroFit Technologies	kconnor@retrofit.com	12	4%	0%	0%	0%	0%	4%	3%	3%	2%		
Revenue Solutions, Inc.	jhuber@rsimail.com	12	0%	0%	0%	0%	1%	3%	3%	3%	3%		
Rutter Networking Technologies, Inc.	dkoellmer@Rutter-net.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		x
Science Applications International Corporation (SAIC)	Kelly.j.parson@saic.com	3	0%	0%	0%	0%	1%	2%	2%	2%	2%		
T4G Limited	Nichol.Radcliffe@T4G.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Tallan, Inc.	Bernard.Lidestri@Tallan.com	4	3%	3%	3%	5%	5%	5%	5%	5%	5%		
Tighe & Bond, Inc.	NCNorton@tighebond.com	n/a	1%	3%	4%	5%	5%	4%	3%	2%	1%		
Trigyn Technologies, Inc.	Tom.Gordon@Trigyn.com	12	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Unisys Corporation	Daniel.Renz@Unisys.com	6	5%	5%	5%	5%	5%	5%	5%	5%	2%		
Verizon Business Network Services Inc. on behalf of MCI Communications Services Inc.	Diana.m.kresien@verizon.com	12	5%	5%	5%	5%	5%	0%	0%	0%	0%		
Windsor Solutions	craig_austin@windsorsolutions.com	6	5%	5%	5%	5%	5%	5%	5%	5%	5%		
Xerox Corporation	timothy.reedy@acs-inc.com	6	0%	0%	0%	0%	0%	1%	1%	1%	1%		
xfact inc	amit@xfact.com	12	5%	5%	5%	5%	5%	2%	2%	1%	1%		x

Vendor Listing 2 – Evaluated Specialties

The four broad specialty areas below were evaluated by the Strategic Sourcing Team. To qualify, Vendors provided detailed descriptions of three projects in a specialty, including scope and outcome, with client references for each project. Vendors could apply for at most two specialties. Vendors are NOT limited to providing services in their qualified specialty areas.

For contact, prompt pay, warranty, M/WBE status, and Small Business status, please see [Vendor Listing 1](#).

Awarded Contractors	email	Software and Systems Development - Evaluated Specialty	Systems Integration / Networking - Evaluated Specialty	Systems Planning - Evaluated Specialty	Geographic Information Systems (GIS) - Evaluated Specialty
Abilis New England, Inc.	pdionne@abilisne.com	x			
Accenture	valerie.c.armbrust@accenture.com	x	x		
Advizex	cpalmer@advizex.com		x		
Advocate	Schriml@acgltd.com		x		
AECOM Technology Corporation	jeffrey.burm@aecom.com				x
Applied Geographics, Inc.	weaver@appgeo.com				x
Applus Technologies	JPIERCE@aplustech.com	x	x		x
Berry, Dunn, McNeil & Parker	tmasse@bdmp.com; mfreeman@berrydunn.com			x	
BSC Companies, Inc.	mvonwahlde@geonetics.com	x			x
Cambridge Systematics, Inc.	eziering@camsys.com	x			x
Camp Dresser & McKee Inc.	keensg@cdm.com			x	x
Capgemini Government Solutions LLC	barrie.burnick@capgemini.com	x	x		
CELT Corporation	sarnoff@celtcorp.com; apagan@celtcorp.com		x		
CIBER, Inc.	sressler@ciber.com	x			
CMC Americas, Inc.	yash.soni@cmc-americas.com	x	x		
Collaborative Consulting	lharriman@collaborative.com	x		x	
Computer Power Solutions	michelle@cpsltd.com	x			
Computer Sciences Corporation	pgriffin3@csc.com		x		
COOLSOFT LLC	anand@coolsofttech.com; contract@coolsofttech.com contract@coolsofttech.com	x			
Currier, McCabe & Associates	proposals@cma.com; tmullen@cma.com	x	x		
Custom Computer Specialists (formerly Unicom)	cburton@customonline.com				
DatamanUSA, LLC	CONTACT@DatamanUSA.com	x			

Awarded Contractors	email	Software and Systems Development - Evaluated Specialty	Systems Integration / Networking - Evaluated Specialty	Systems Planning - Evaluated Specialty	Geographic Information Systems (GIS) - Evaluated Specialty
Dell	Lorri_bailey@dell.com	x			
Deloitte Consulting LLP	smcconathy@deloitte.com	x		x	
Dynamics Research Corporation	dscanlon@drc.com	x			
Eastern Research Group	linda.diamond@erg.com	x			
EMA, Inc.	MAstatecontract@ema-inc.com ; tmurphy@ema-inc.com ; acollins@ema-inc.com		x		
enfoTech & Consulting, Inc.	tony_jeng@enfotech.com	x			
Environmental Systems Research Institute, Inc.	prooney@esri.com				x
ePlus Technology	slow@eplus.com		x		
Fuss & O'Neill, Inc.	mdoyle@fando.com				x
Galaxy Internet Services Inc.	sandy@gis.net		x		
Gartner, Inc	Paul.denvir@gartner.com; liliya.akhmetova@gartner.com			x	
GCR LTD	fcarchedi@gcrltd.com	x		x	
Hitachi Data Systems	denise.youngberg@hds.com			x	
HP Enterprise Services, LLC	Kenneth.leary@hp.com	x	x		
HUB Technical Services	jlovetere@hubtechnical.com		x	x	
IBM	kmclaugh@us.ibm.com		x		
Integra Technology Consulting	dteplow@integratc.com	x			
Integration Partners Corporation	dnaha@integrationpartners.com		x		
James W. Sewall Company	pagj@sewall.com				x
JANUS Associates, Inc.	patriciaf@janusassociates.com			x	
Keane Inc.	james.bradford@keane.com	x			
LCN, a Division of E.G. Sawyer Co., Inc.	mlieb@lcn-inc.com		x		
Linium, LLC	marlene.sweet@linium.com		x		
M & R Consultants Corporation	subash@mrccsolutions.com	x			
Marathon Deployment, a Division of Marathon Temps Tyngsboro	chowley@marathondeployment.com; deployment@marathondeployment.com	x			
MAXIMUS	richardsankey@maximus.com	x	x		
Merrimack Education Center	kroddy@mecnet.net		x		

Awarded Contractors		email	Software and Systems Development - Evaluated Specialty	Systems Integration / Networking - Evaluated Specialty	Systems Planning - Evaluated Specialty	Geographic Information Systems (GIS) - Evaluated Specialty
Microsoft Corporation		dgallagh@microsoft.com	x			
MX Consulting Services, Inc.		gkavgic@mxcsi.com	x	x		
NTT Data (formerly Keane)		james.bradford@nttdata.com				
NWN Corporation		jhogan@nwnit.com	x	x		
Ockers Company		jjhouser@ockers.com		x		
PenBay Solutions		rkoochagian@penbaysolutions.com				x
Policy Studies Inc.		bshea@policy-studies.com	x			
Public Consulting Group, Inc.		mtate@pcgus.com		x	x	
RetroFit Technologies		kconnor@retrofit.com		x	x	
Revenue Solutions, Inc.		jhuber@rsimail.com	x			
Rutter Networking Technologies, Inc.		dkoellmer@Rutter-net.com		x	x	
Science Applications International Corporation (SAIC)		Kelly.j.parson@saic.com	x		x	
T4G Limited		Nichol.Radcliffe@T4G.com	x			
Tallan, Inc.		Bernard.Lidestri@Tallan.com	x			
Tighe & Bond, Inc.		NCNorton@tighebond.com				x
Trigyn Technologies, Inc.		Tom.Gordon@Trigyn.com	x			
Unisys Corporation		Daniel.Renz@Unisys.com	x	x		
Verizon Business Network Services Inc. on behalf of MCI Communications Services Inc.		Diana.m.kresien.gibbons@verizon.com		x	x	
Windsor Solutions		craig_austin@windsorsolutions.com	x			
Xerox Corporation		timothy.reedy@acs-inc.com	x			
xfact inc		amit@xfact.com	x			

Vendor Listing 3 – Additional Specialties (Not Evaluated)

In addition to the evaluated specialty areas in [Vendor List 2](#), Vendors could identify an additional five specialties. These were not evaluated, but serve as a guide to those additional areas the vendors believe are their strengths.

Awarded Contractors	Architecture Services	Business Continuity Planning Svcs	Business Process Mgmt Svcs	Cloud Computing	Electronic Content Mgmt Consulting	Electronic Forensics	Enterprise Resource Planning (ERP) Consult	Geographic Info Syst (GIS)	Independent Verification and Validation Svcs	Information Security Svcs	Network Planning Svcs	Software Development	Software Systems Support	Systems Integration Services	Systems Planning Services	Technology Courseware Development	Telecommunications Auditing	Telecommunications Svcs	Usability Svcs	Virtualization	Wireless Applications
Abilis New England, Inc.			x									x		x	x						
Accenture															x						
Advizex	x	x												x	x					x	
Advocate	x									x					x			x	x		
AECOM Technology Corporation								x				x			x						x
Applied Geographics, Inc.	x							x				x			x						
Applus Technologies										x				x							x
Berry, Dunn, McNeil & Parker			x				x		x	x					x						
BSC Companies, Inc.	x		x					x				x			x						
Cambridge Systematics, Inc.								x				x	x	x					x		
Camp Dresser & McKee Inc.							x	x				x			x						x
Capgemini Government Solutions LLC	x		x		x		x		x												
CELT Corporation			x	x			x				x			x							
CIBER, Inc.	x				x		x						x	x							
CMC Americas, Inc.	x				x		x				x					x					
Collaborative Consulting	x		x									x		x	x						
Computer Power Solutions			x	x									x	x	x						
Computer Sciences Corporation																					

Awarded Contractors		Architecture Services	Business Continuity Planning Svcs	Business Process Mgmt Svcs	Cloud Computing	Electronic Content Mgmt Consulting	Electronic Forensics	Enterprise Resource Planning (ERP) Consult	Geographic Info Syst (GIS)	Independent Verification and Validation Svcs	Information Security Svcs	Network Planning Svcs	Software Development	Software Systems Support	Systems Integration Services	Systems Planning Services	Technology Courseware Development	Telecommunications Auditing	Telecommunications Svcs	Usability Svcs	Virtualization	Wireless Applications
COOLSOFT LLC					x	x							x	x	x							
Currier, McCabe & Associates		x						x					x	x	x							
Custom Computer Specialists			x												x	x					x	x
DatamanUSA, LLC								x	x				x	x	x							
Dell																						
Deloitte Consulting LLP				x		x		x		x					x							
Dynamics Research Corporation										x		x	x	x	x							
Eastern Research Group					x	x			x				x	x								
EMA, Inc.			x	x				x	x							x						
enfoTech & Consulting, Inc.					x								x	x	x							x
Environmental Systems Research Institute, Inc.		x			x				x				x		x							
ePlus Technology					x										x				x		x	x
Fuss & O'Neill, Inc.									x													
Galaxy Internet Services Inc.		x								x	x				x				x			
Gartner, Inc		x	x	x		x				x												
GCR LTD			x	x						x						x				x		
Hitachi Data Systems		x										x			x	x					x	
HP Enterprise Services, LLC			x						x							x						
HUB Technical Services											x	x			x	x						x
IBM					x	x		x			x				x							
Integra Technology Consulting		x			x			x						x								x
Integration Partners Corporation											x				x	x			x		x	

Awarded Contractors		Architecture Services	Business Continuity Planning Svcs	Business Process Mgmt Svcs	Cloud Computing	Electronic Content Mgmt Consulting	Electronic Forensics	Enterprise Resource Planning (ERP) Consult	Geographic Info Syst (GIS)	Independent Verification and Validation Svcs	Information Security Svcs	Network Planning Svcs	Software Development	Software Systems Support	Systems Integration Services	Systems Planning Services	Technology Courseware Development	Telecommunications Auditing	Telecommunications Svcs	Usability Svcs	Virtualization	Wireless Applications
James W. Sewall Company									x													
JANUS Associates, Inc.			x		x		x			x	x											
LCN, a Division of E.G. Sawyer Co., Inc.			x									x							x			x
Linium, LLC		x		x	x								x			x						
M & R Consultants Corporation						x							x	x	x		x					
Marathon Deployment		x			x	x							x	x								
MAXIMUS				x						x				x	x	x						
Merrimack Education Center												x		x	x	x			x			
Microsoft Corporation		x				x							x			x					x	
MX Consulting Services, Inc.		x									x	x			x						x	
NTT Data (formerly Keane)										x			x	x	x	x						
NWN Corporation				x		x							x		x						x	
Ockers Company					x							x				x			x		x	
PenBay Solutions									x				x		x	x						
Policy Studies Inc.				x		x							x		x	x						
Public Consulting Group, Inc.				x						x			x		x	x						
RetroFit Technologies		x									x	x			x	x						
Revenue Solutions, Inc.				x									x	x	x	x						
Rutter Networking Technologies, Inc.			x		x						x				x						x	
Science Applications International Corporation (SAIC)		x									x	x	x		x							

Awarded Contractors		Architecture Services	Business Continuity Planning Svcs	Business Process Mgmt Svcs	Cloud Computing	Electronic Content Mgmt Consulting	Electronic Forensics	Enterprise Resource Planning (ERP) Consult	Geographic Info Syst (GIS)	Independent Verification and Validation Svcs	Information Security Svcs	Network Planning Svcs	Software Development	Software Systems Support	Systems Integration Services	Systems Planning Services	Technology Courseware Development	Telecommunications Auditing	Telecommunications Svcs	Usability Svcs	Virtualization	Wireless Applications
T4G Limited			x			x							x	x								x
Tallan, Inc.	x					x							x		x					x		
Trigyn Technologies, Inc.						x		x					x	x	x							
Unisys Corporation	x			x							x		x		x							
Verizon Business Network Services			x	x	x						x										x	
Windsor Solutions				x					x				x		x	x						
Xerox Corporation						x								x								
xfact inc	x			x									x		x							